

Merit June '95 Initial Fcst 2

MERIT JUNE 95 FORECAST		6/15-8/31		
June '94 Merit Program				
UPC Breakdown				
Low (15-35 upcs)	634,600	18.81%		
Mid (65-75 upcs)	595,875	17.66%	1,230,475	
High (150-200 upcs)	2,143,450	63.53%	2,143,450	
Total 95 Program UPCs	3,373,925			
UPCs Used For '95 Program		2,024,870		
1 Gallon Thermos	380,857			
40 Quart Cooler	357,616			
Pitcher Set/Grill	1,286,397			
Items Redeemed for '95 Program			Initial Order	Lead time
1 Gallon Thermos	6,348	6 M		60 Days
40 Quart Cooler	3,576	4 M		60 Days
Pitcher Set/Grill	11,186	7 M		30-45 Days
Total Items	21,110			
Total Orders	21,110			
Average IPO	1.00			

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	#	UPC's	# of Items	
June '94 :				
Umbrella	\$ 8.76	50	11,809 12,624	
Blanket	\$ 17.00	75	7,822	16,976 Blankets
Backpack	\$ 27.67	150	1,809	
Set	\$ 44.67	200	9,154	10,963 Back Packs